

# ABERDEEN PROVING GROUND ADVANCED PLANNING BRIEFING TO INDUSTRY

Army Contracting Command – Aberdeen Proving Ground  
Bryon J. Young  
4 November 2015

*The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services*



# AGENDA

- ACC-APG Organizational Information
  - Statistics & Customers
  - Workload & Personnel
  - Service Contract Spend
  - Protests
  - Implementation of Better Buying Power: LPTA vs. Tradeoff
  - FY16 Priorities
- Responsive Strategic Sourcing for Services (RS3)
- Army Strategic Sourcing
- Army Superior Supplier Incentive Program



# ACC-APG FY15 STATISTICS

- Approximately 36,000 actions executed for \$11B  
(including grants and classified contract actions)
- Contract action statistics:

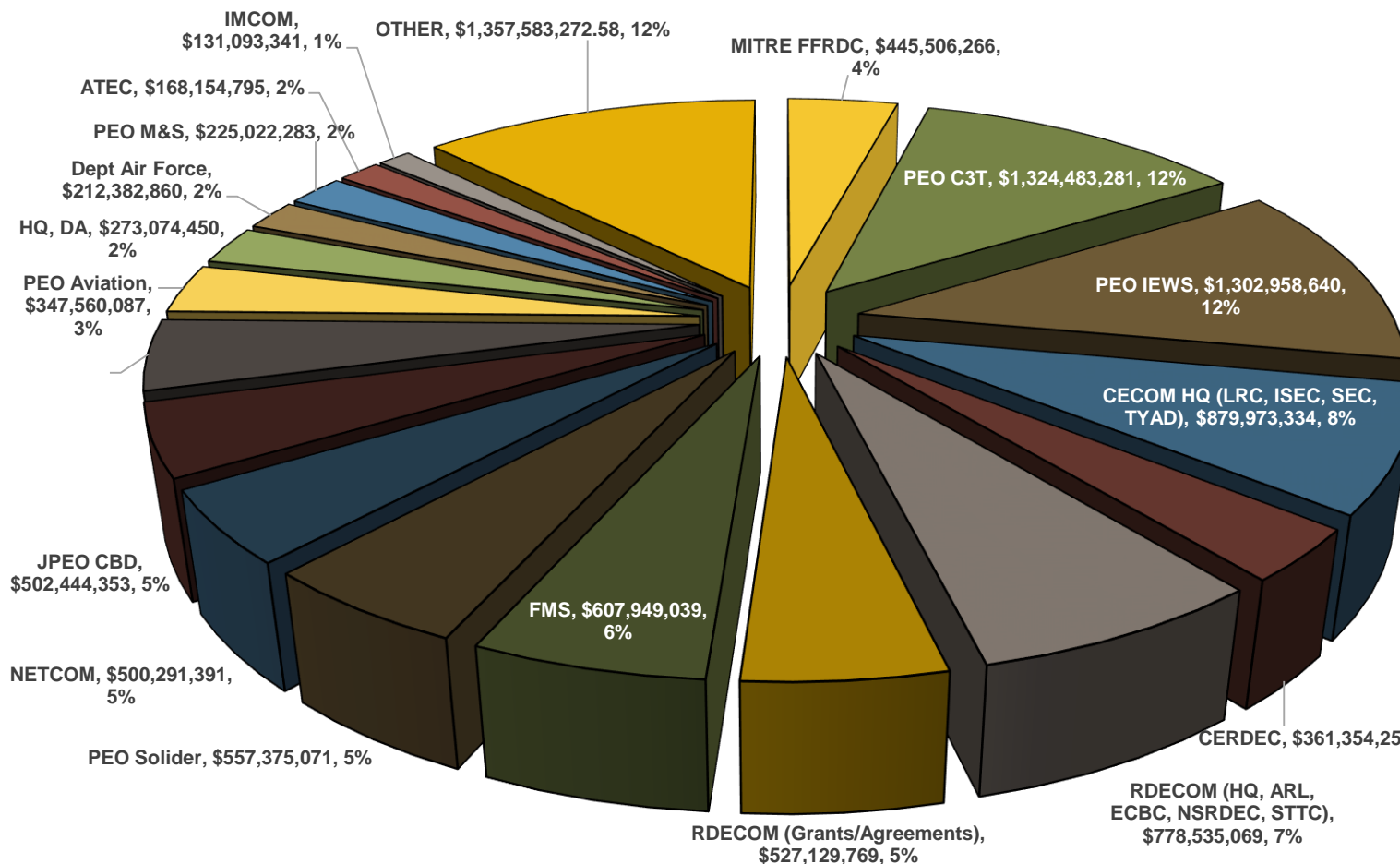
Vendor State	Actions	Obligations
Virginia	8093	\$2,933,905,429
Massachusetts	1810	\$1,194,458,397
Maryland	2819	\$860,618,125
New Jersey	1901	\$744,413,526
New York	1198	\$666,506,925

Fund Type	Obligations	Actions
OMA	\$ 3,110,129,803	7,187
OPA	\$ 1,845,878,379	1,980
RDT&E (Army)	\$ 1,431,161,408	7,011
FMS	\$ 706,797,209	1,000
RDT&E (Defense)	\$ 685,344,822	1,991
Aircraft Procurement, Army	\$ 366,568,575	297
Defense Working Capital Fund, Army	\$ 274,118,922	5,595
Procurement, Defense-wide	\$ 266,314,608	402
OTHER	\$ 1,145,781,334	4,537



# ACC-APG FY15 CUSTOMERS

**\$10.999B Obs**  
**36,073 Actions**



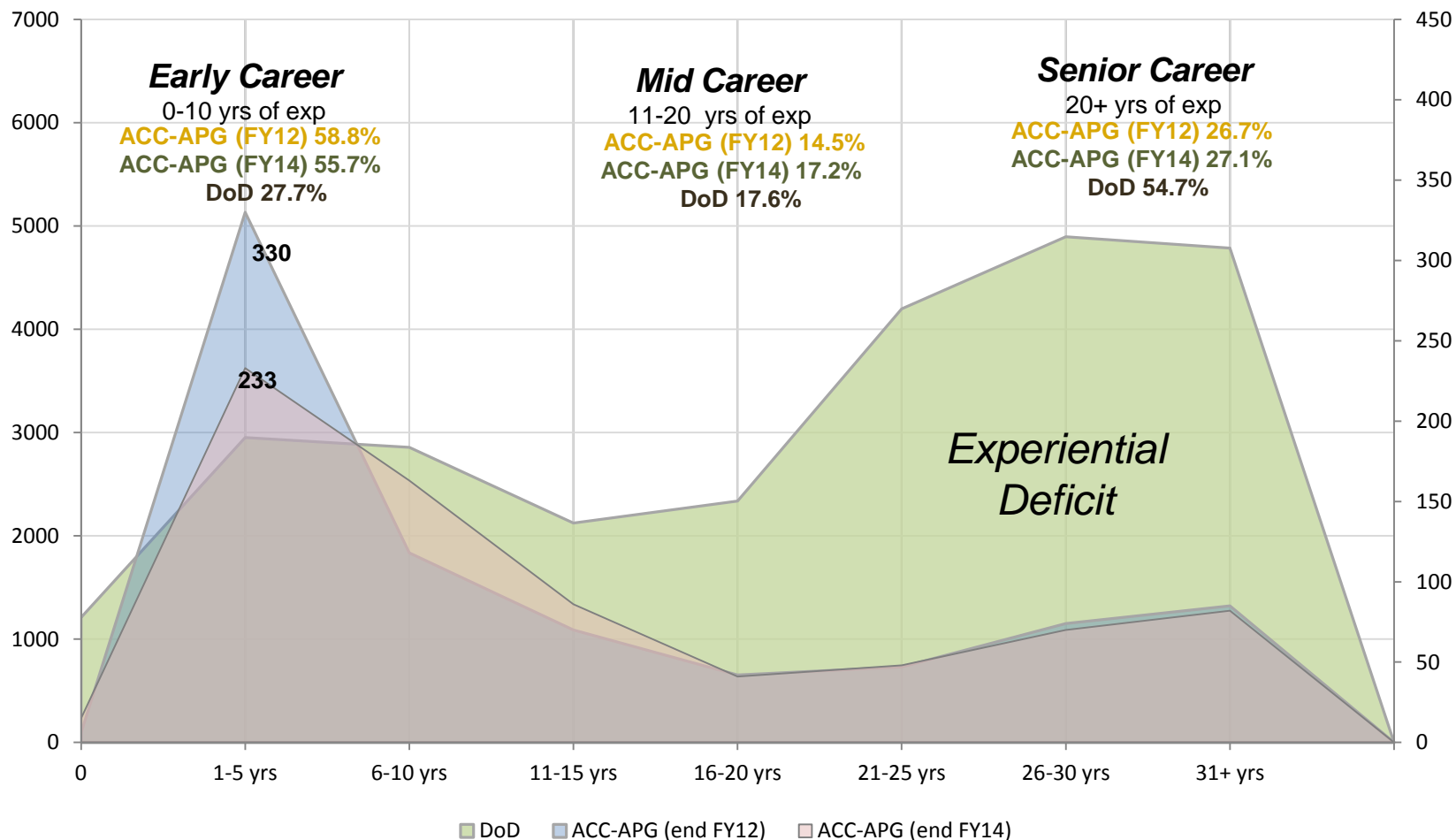
*Other Customers Include:*  
*Across ACC-APG*  
Dept Air Force  
Army Materiel Cmd  
Dept of Defense  
Dept of Navy  
Army Sustainment Cmd  
PEO EIS  
NAVAL AIR SYS CMD  
NGB  
TACOM  
*Div A*  
DISA  
Missile Defense Agcy  
*Div B*  
NAVAL SEA SYS CMD  
*Div D*  
ARMY Acq Spt Ctr  
PEO STRI  
*Adelphi*  
Corp of Engineers  
*Belvoir*  
PEO Ammo  
PEO CS&CSS  
*Natick*  
MEDCOM  
PEO CS&CSS  
Bureau of Med and Surgery  
*RTP*  
DARPA  
*Tenant*  
AMSAA  
MEDCOM  
*Huachuca*  
TRADOC  
*Edgewood*  
CMA  
PEO ACWA

45% ASA(ALT)  
32% AMC  
23% OTHER

*Customers as Percentages of Obligations*

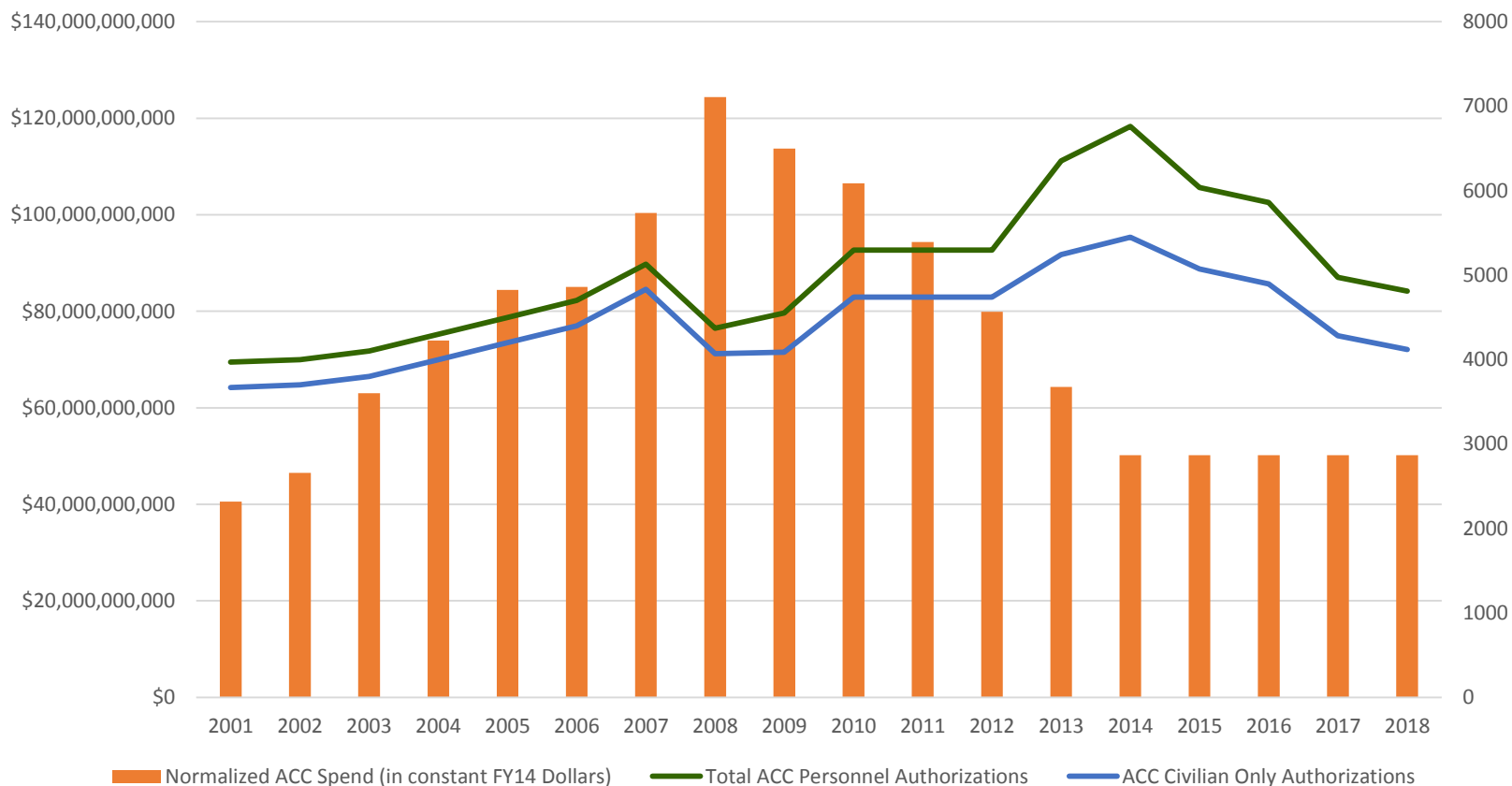


# Contracting - Years of Experience Distribution



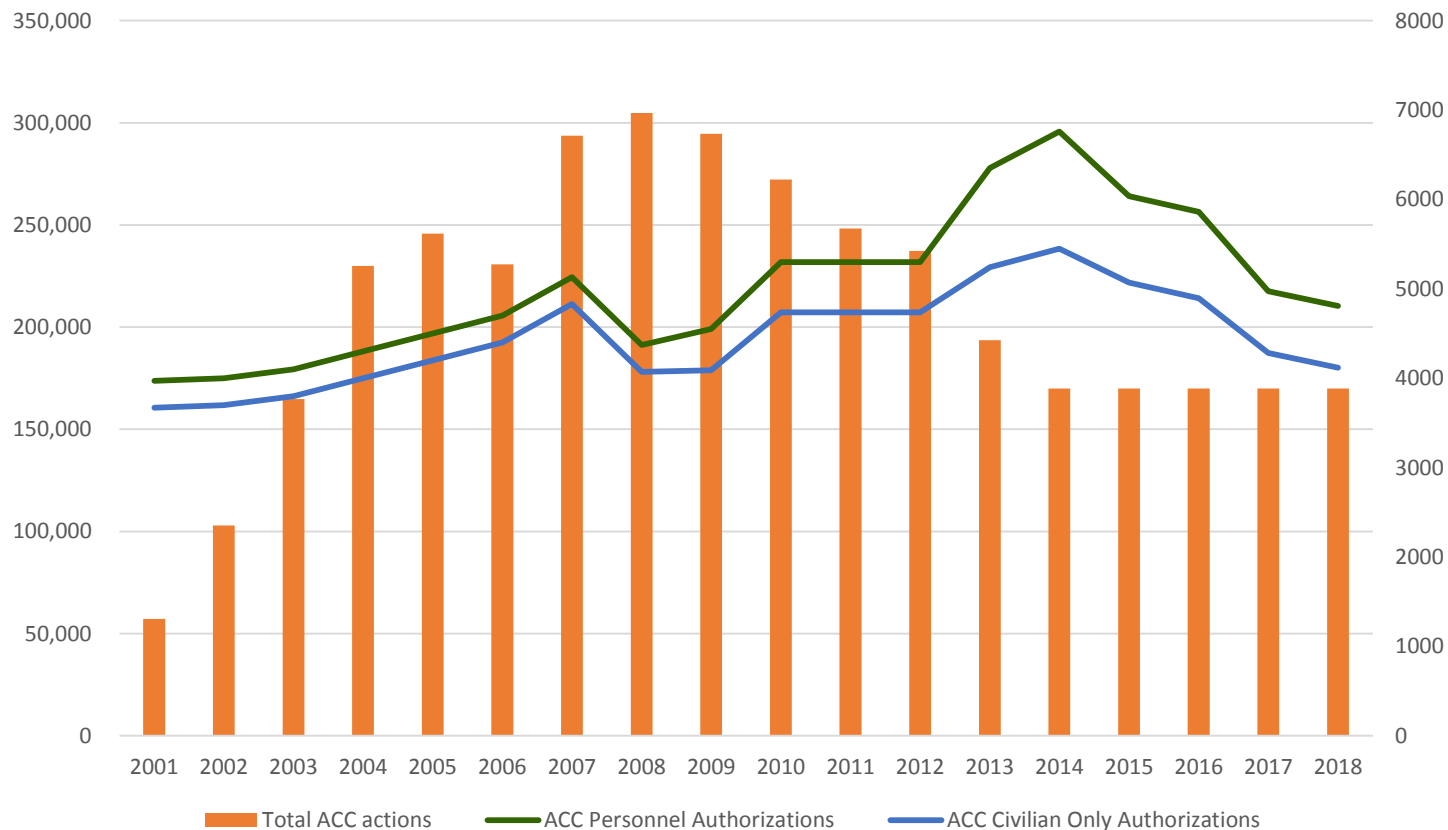
# ACC WORKLOAD AND PERSONNEL

## Obligations



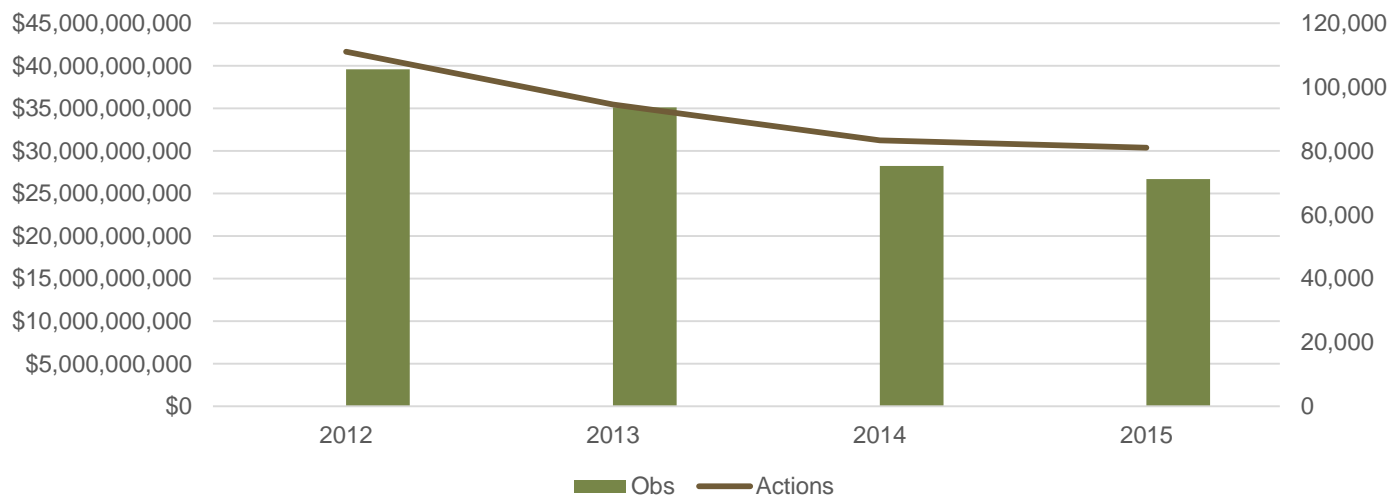
# ACC WORKLOAD AND PERSONNEL

## Actions

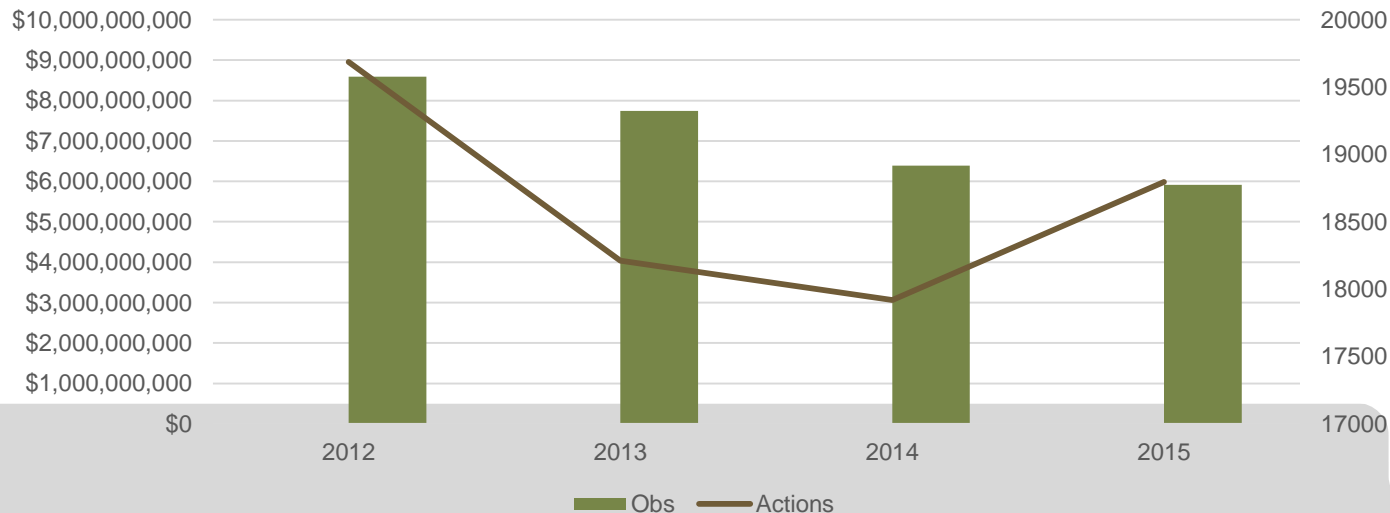


# TOTAL SERVICE CONTRACT SPEND

## Total ACC Service Contract Actions and Spend



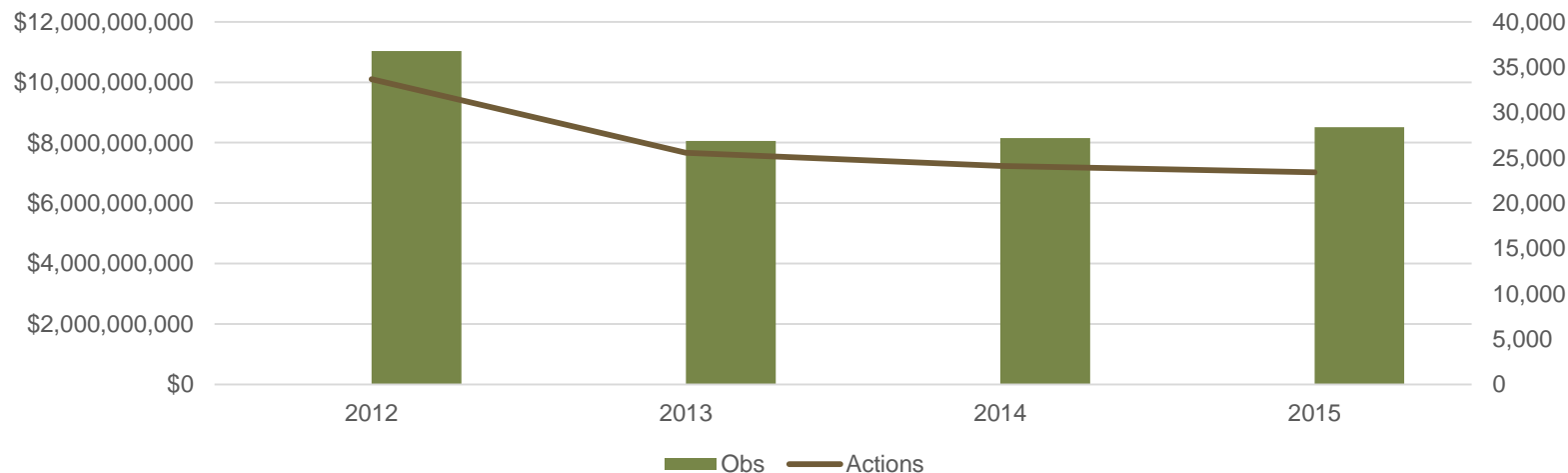
## ACC-APG Service Contract Actions and Spend



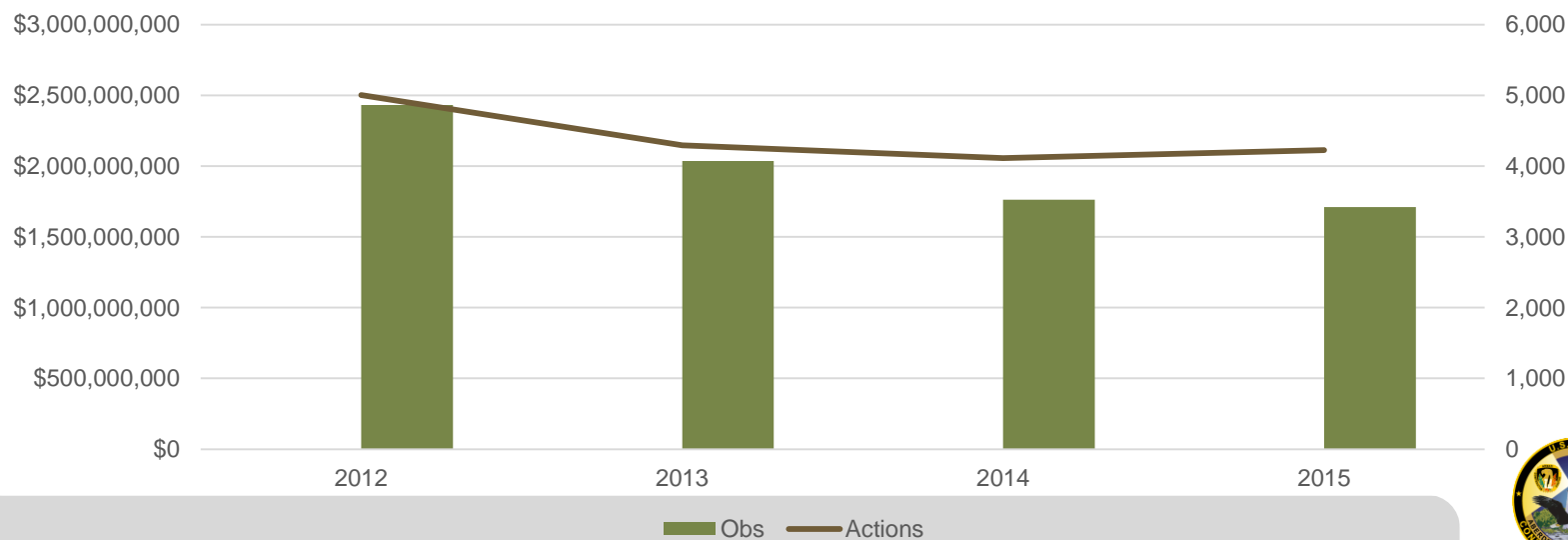


# NEW SERVICE CONTRACT SPEND

## ACC New Service Contract Actions and Spend

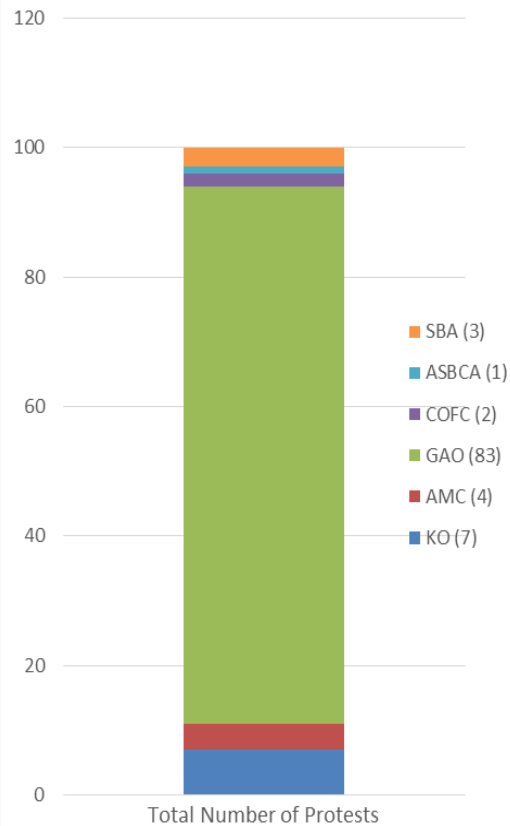


## ACC-APG New Service Contract Actions and Spend

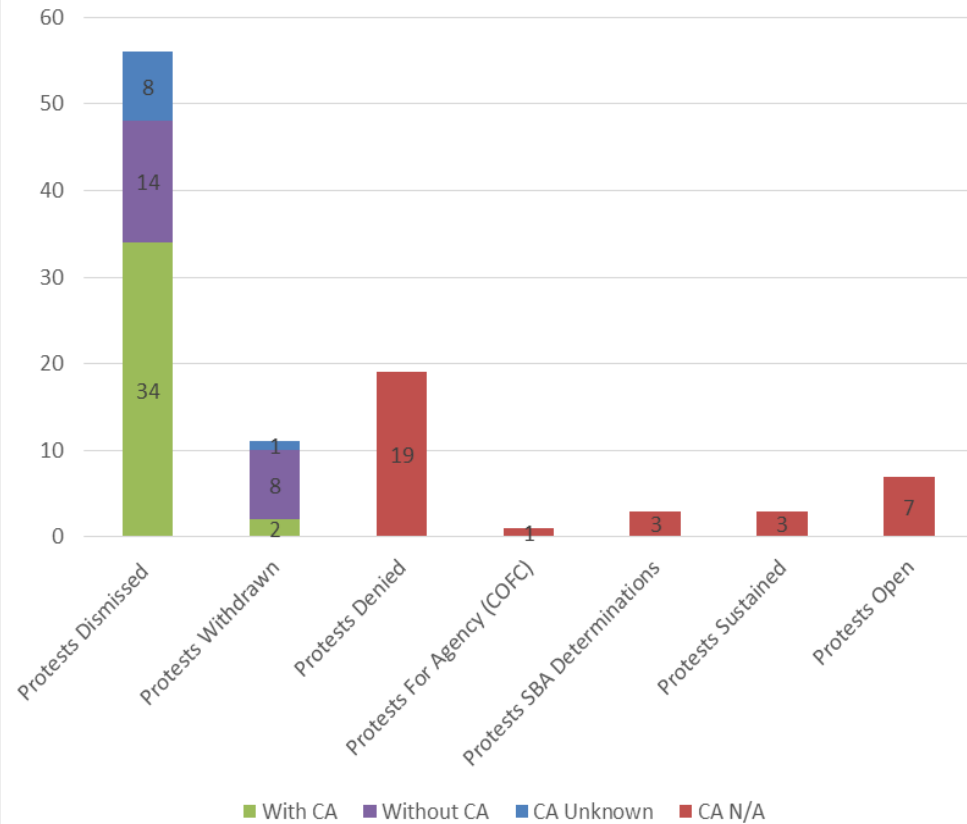


# ACC-APG PROTESTS

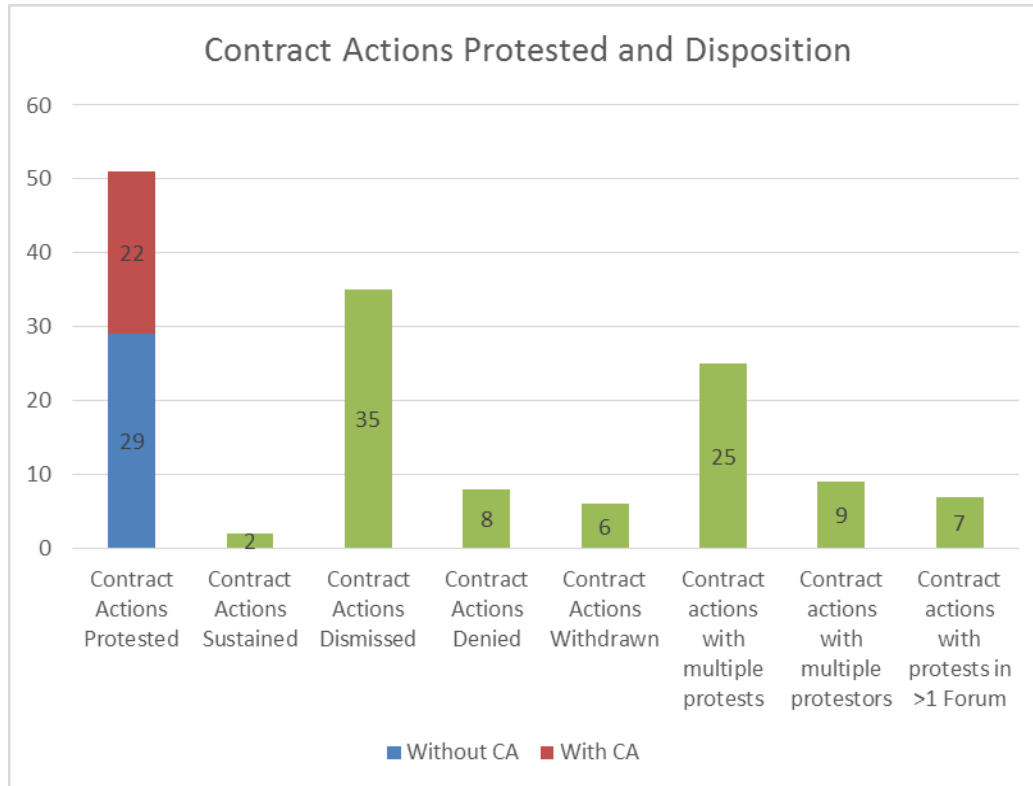
FY14 Protest Statistics



FY14 Protest Disposition



# ACC-APG PROTESTS (CONT.)



## KEY FOR READING CONTRACT ACTION DISPOSITION

Since many contract actions include more than 1 protest and the disposition of each of the protests may be different, this key explains how the disposition of the contract action was determined.

- Any Sustainment = Contract Action Sustained
- No Sustainment, Any Dismissal = Dismissed
- No Sustainment, No Dismissal, Any Denial = Denied
- No Sustainment, No Dismissal, No Denial, Any Withdrawal = Withdrawn

**Note:** Two of 29 actions protested for which ACC-APG did not take corrective action resulted in Sustainment of the protest by GAO



# ACC-APG PROTESTS (CONT.)

	FY14 Protest Rate: # of protests/# of new awards	FY14 Corrective Action Rate: # of protests with CA taken/# of new awards
Base 1: 3406 (All new competitive awards, SAT included, and task/delivery orders over \$10M)	2.94%	1.09%
Base 2: 738 (New competitive awards over the SAT and task/delivery orders over \$10M)	13.55%	5.01%

## Notes:

1. Of the 51 Contract Actions protested in FY14 at ACC-APG, 5 of them were valued under the Simplified Acquisition Threshold
2. 37.00% of all Protests had Corrective Action taken as determined necessary by the KO



# ACC-APG PROTESTS (CONT.)

ACC-APG FY14 Protestor Information: Total Number of Protestors	53
Protestors with more than one protest	28
Protestors protesting more than one contract action	5
Protestor protesting the greatest number of different contract actions	1
Protestors with five (the highest number) of protests	2
Protestors with four protests	3



# ACC-APG FY14 IMPLEMENTATION OF BETTER BUYING POWER

## LPTA

- 21.5% of new actions over \$1M were LPTA
- 11 LPTA actions were recompetes of previously competed tradeoffs, with essentially same scope
  - \$108.5M savings
  - 5 of 11 actions were awarded to the incumbent

## Tradeoff

- 76 actions reviewed
- Tradeoff made
  - 30% of the time (23 actions)
  - Total premium paid = \$42.5M (average 16.6%)
  - When tradeoff was made, 17.4% of awards went to incumbent
- Tradeoff not made (LPTA offer presented the best value)
  - 70% of the time (53 actions)
  - Total cost avoidance (difference between awardee and next in line) = \$67.9M (average 9.6%) - \$1.1M per contract, per contract year
  - When no tradeoff was made, 22.6% of awards went to incumbent



# ACC-APG FY16 PRIORITIES

- Customer Acquisition Planning/1-n Management
- Post-Award Performance Management
- Workforce Development
- Contract Specialist Roles and Responsibilities
- Data Integrity



# RESPONSIVE STRATEGIC SOURCING FOR SERVICES (RS3)

—Knowledge based support services for requirements with Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) related needs to include:

- Engineering
- Research, Development, Test and Evaluation (RDT&E)
- Logistics
- Acquisition and Strategic Planning
- Education and Training





## RS3 (CONTINUED)

- RS3 will replace
  - Rapid Response-Third Generation (R2-3G)
  - Strategic Services Sourcing (S3)
  - Warrior Enabling Broad Sensor (WEBS)
  - Technical, Administrative and Operations Support Services (TAOSS)
  - Technical Information Engineering Services (TIES)
- RS3 will not replace
  - Software and Systems Engineering Services Next Generation (SSES NexGen)
  - Total Engineering and Integration Services (TEIS III)
  - Omnibus Program Engineering and Technical Support (OPETS)
  - Common Hardware Systems (CHS)
  - Global Tactical Advanced Communication Systems (GTACS)



## RS3 (CONTINUED)

### Tentative milestones:

- Acquisition Strategy Approval – Dec 2014
- Draft solicitation Release – Nov 2014
- Industry Day – 16 Dec 2014
- Solicitation Release – 25 Mar 2015
- Proposals Due – 6 May 2015
- Phase 1 Evaluations Complete – Mar 2016
- Phase 1 Contract Awards – Apr 2016
- Phase 2 Evaluations Complete & Contract Awards – TBD



## RS3 (CONTINUED)

- Submit questions in writing to Katie Thompson, [katherine.c.thompson4.civ@mail.mil](mailto:katherine.c.thompson4.civ@mail.mil) or Ashley Keating, [ashley.e.keating.civ@mail.mil](mailto:ashley.e.keating.civ@mail.mil)



# ARMY STRATEGIC SOURCING

## PREFERRED SOURCES

- Preferred source process requires Army to assess and leverage existing and emerging contracts as part of market research before initiating a new contract for covered supplies/services
- Army Level Mandatory Preferred Sources Contracts
  - Computer Hardware Enterprise Software and Solutions (CHES)
  - CHES Information Technology Enterprise Solutions Hardware (CHES - ITES 2H)
  - Multifunctional Devices (MFD)
- DoD Level Mandatory Preferred Sources Contracts
  - Next Generation Wireless (NexGen)



# GSA OASIS

- Army agreement with General Services Administration (GSA) for One Acquisition Solution for Integrated Services (OASIS)
  - Army anticipates obligations of \$500M+ under OASIS
  - OASIS is an Army Strategic Sourcing initiative for complex, integrated professional services
  - GSA provides Army training, scope reviews, etc.
- To date, ACC-APG has made 7 OASIS awards
- ACC-APG has 2+ OASIS solicitations on the street



# ARMY SUPERIOR SUPPLIER INCENTIVE PROGRAM

- An extension of the Department's Better Buying Power 3.0
- Designed to incentivize contractor performance by identifying suppliers with the highest rankings in terms of cost, schedule, performance, quality, and business relations
- SSIP uses performance data gathered through the Contractor Performance Assessment Reporting System (CPARS)
- Three Tiers of recognition, Tier 1 being recognized as the superior
- Study underway to determine feasibility of establishing a program for small business



# ARMY SUPERIOR SUPPLIER INCENTIVE PROGRAM – TIER 1

Boeing Corporation -- Global Services & Support

Booz Allen Hamilton, Inc.

DynCorp

General Electric -- GE Aviation

Harris Corporation -- Government Communications Systems;

Exelis Information & Technical Systems

Leidos Corporation -- National Security Solutions

Lockheed Martin -- Missiles & Fire Control

ManTech International Corporation -- ManTech Advanced  
Systems International, Inc.

Northrop Grumman -- Technical Services

Raytheon -- Integrated Defense Systems

Raytheon/Lockheed Martin Javelin Joint Venture

Rockwell Collins - Government Systems

Textron - Bell Helicopter; Textron Aviation

United Technologies -- UTC Aerospace Systems



# ARMY SUPERIOR SUPPLIER INCENTIVE PROGRAM – TIER 2

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BAE Systems -- Electronic Systems; Intelligence & Security; Platforms & Services

Boeing Corporation -- Military Aircraft

Cubic

Finmeccanica -- DRS Technologies

General Dynamics -- Information Systems & Technology

Lockheed Martin -- Mission Systems & Training

Northrop Grumman -- Electronic Systems; Information Systems

Raytheon -- Space & Airborne Systems; Intelligence, Information & Services

Rolls Royce Corporation

Sierra Nevada Corporation

Thales-Raytheon Joint Venture

United Technologies -- Sikorsky





# ARMY SUPERIOR SUPPLIER INCENTIVE PROGRAM – TIER 3

AeroVironment, Inc.

Boeing Corporation -- Network & Space Systems

Chemring Group, PLC -- Sensors & Electronics

Engility

Finmeccanica -- AgustaWestland

General Atomics Technology Corporation -- Aeronautical  
Systems

General Dynamics -- Combat Systems

Harris Corporation -- Exelis C4ISR Electronics & Systems

Honeywell International -- Aerospace

L-3 -- Communications Systems; Electronic Systems

Leidos Corporation -- Health & Engineering

Navistar International

Oshkosh Corporation -- Oshkosh Defense

Raytheon -- Missile Systems

Textron -- Textron Systems

